

Love going to work every day? We do.

Interested in a career with a leading company? We are an innovative, people-oriented leader in customs and logistics.

Interested in great work life balance? We are a family-friendly, family owned, fourth Generation Company that is celebrating over 100 years!

Business Development Representative - Mississauga, Ontario

We are currently looking for a talented and motivated individual to join our exceptional sales team. As a BDR you play a key and valued role in building our sales and market share. When you're successful, we're successful.

Here is what you get:

- An environment of continuous growth and support from management as we set up for success. We have a win-win attitude.
- On-going, tailored, training, coaching and development
- Industry leading Sales and Marketing training (warm calls not cold calls)
- Industry leading CRM technology

Here is what it takes to be successful in this job: achieve monthly and annual goals by:

- Leveraging strong prospecting and closing skills
- Researching and developing customized approaches to prospects
- Initiating and building relationships with prospects
- Assessing prospect needs and Willson's ability to provide options/solutions
- Qualifying prospects to ensure they are a target account
- Working in a one to one partnership with an Account Executive.
- Managing and updating account information and sales related activity in CRM.

These are the standards we look for:

- High School Diploma is required; College Diploma in Business Administration and or equivalent is preferred.
- Energetic, self-motivated, client focused, team player
- Inside sales experience is preferred
- Working knowledge of MS Office suite of products.
- Self-disciplined with excellent organizational and time management skills.
- Strong prospecting, negotiating and closing skills.
- Strong communication skills - English verbal and written is required.
- Satisfactory criminal check clearance and business references are required.
- Transportation industry knowledge is an asset

These are the values that are important to us:

We believe in Constant Improvement, Urgency and Purpose, Courage, Community Involvement and Family First. We look for people that are adaptable, enthusiastic, self-motivated, passionate, creative and team-oriented.

Here are ways we support you:

At Willson, family is first, and we recognize, support and respect each employee's responsibility to his/her family. In our continued efforts to help our employees we offer:

- Medical, Dental & Supplementary Health coverage
- Company paid sick and personal days
- Company matching Group RRSP
- Paid Continuing Education Courses

If you think you are a fit for this type of opportunity, please apply by sending your resume and cover letter to careers@willsonintl.com. We would love to hear from you. Please come and learn more about us at www.willsonintl.com

Willson International is an equal opportunity employer. Accommodations for disabilities will be provided to support participation in all aspects of the recruitment process.